Endress+Hauser

A reliable partner for federal government projects

Endress+Hauser

People for Process Automation

Contents

Our National Business Development Managers – Federal Government

Sean Winter is a US Air Force veteran and business leader with experience in project management, operations, analytic outreach, systems engineering and business development. He is passionate about serving the nation, adding value to organizations and leveraging his innovative spirit to tackle customers' challenges.

At Endress+Hauser, Sean is a National Business Development Manager, bringing the company's instrumentation solutions and capabilities to federal government agencies. Before his move to the private sector, Sean served on active duty in the US Air Force. In addition to his current work in the private sector, Sean serves his country as a Major in the US Air Force Reserves.

Today, Sean remains committed to excellence, leadership and innovation, hoping to continue serving the nation even outside of the Air Force.

Sean Winter, Linkedin

Tiffany Neumann is a dedicated business leader and the National Business Development Manager for Federal Government at Endress+Hauser. In this role, she focuses on strategic growth, operational excellence and building impactful partnerships with federal agencies. Tiffany brings a wealth of experience in cross-functional collaboration, customer engagement and solution-oriented leadership.

With a strong background in customer experience and relationship management, Tiffany is committed to helping government partners achieve success through innovative instrumentation and process automation solutions. Her approach is rooted in integrity, responsiveness and a deep understanding of the unique challenges faced by government projects.

Tiffany is also a proud mother of a US Army National Guard veteran and a firm supporter of America's service members. Driven by purpose and guided by values, Tiffany continues to champion excellence, partnership and progress in every aspect of her work.

Tiffany Neumann, Linkedin

Our capabilities

Endress+Hauser manufactures flow, level, pressure, temperature, liquid and optical analysis products and has a complete network of sales and service representatives to support products wherever they're installed. To support customers' project needs, the company offers engineering and project management services. Endress+Hauser is a complete process automation partner.

We have a strong presence in the United States, with operations dating back to 1970. Today, we have grown to become one of the largest instrument manufacturers in the country, boasting nearly 650,000 square feet of manufacturing space across multiple locations, including Greenwood, IN, Anaheim, CA, Ann Arbor, MI and Rancho Cucamonga, CA.

Our US manufacturing network ensures high-quality control across all facilities, providing unmatched product availability. Having the opportunity for local production ensures quick availability, with many devices ready in days, not weeks. We also offer stocking, storage and inventory management options, ensuring critical parts are readily available when needed.

Finally, with our extensive facilities and strong supply chain management, we can easily adapt to supplier disruptions, maintaining consistent product availability and customer support.

Presence in the US
- 2024 sales: $665 million
- Production in the US for flow, level, pressure, temperature, liquid analysis and optical analysis
- 11 PTU® (Process Training Units) for hands-on training in a mini-plant environment
- Partnerships with local manufacturers' representatives to provide sales support for our customers locally
- Network of Authorized Service Providers for local support

Supporting government projects

Endress+Hauser is a trusted partner, delivering advanced instrumentation and process automation solutions that support government projects.

With decades of experience in high-stakes industries, we bring precision, reliability and innovation to the nation's most vital projects. The following are just a few examples of how we support federal initiatives.

Custom calibration solutions
We provide tailored calibration services for Coriolis flowmeters. Our solutions ensure optimal performance and cost-efficiency, reducing risks associated with over- or under-calibration.

Instrumentation for critical mineral extraction
Our instrumentation supports the safe and efficient extraction of critical minerals — such as lithium, cobalt and nickel — essential for clean energy technologies and emerging industrial needs.

Instrumentation for advanced manufacturing
Endress+Hauser technologies are embedded in advanced manufacturing processes, ensuring accuracy, safety and compliance in high-precision environments.

Endress+Hauser delivers robust, scalable solutions backed by deep industry expertise and a global support network. Our commitment to innovation and reliability makes us the ideal partner for federal agencies working to secure the nation's future.

Find the representative partner closest to you

Fuel monitoring

Fuel monitoring remains crucial for various reasons, but efficient fuel usage is imperative for cost-effective operations as fuel costs increase.

Today, fuel monitoring is as significant as ever with an additional emphasis on environmental regulations to reduce emissions and increase efficiency.

To achieve fuel monitoring goals, four critical questions should be asked:

- How much fuel is currently being used?
- What was the historical fuel consumption?
- What is the quality of the fuel in use?
- Are there any fuel losses?

By answering those questions and focusing on fuel monitoring solutions and capabilities, federal government customers can save significant costs on fuel usage and minimize CO_2 emissions.

Fuel monitoring

Key product offering

Proline Promass F 300 Coriolis flowmeter

- Highest process safety – immune to fluctuating and harsh environments
- Fewer process measuring points – multivariable measurement (flow, density, temperature)
- Space-saving installation – no in/outlet run needs
- Full access to process and diagnostic information – numerous, freely combinable I/ Os and Ethernet
- Reduced complexity and variety – freely configurable I/O functionality
- Integrated verification, monitoring and diagnostics with Heartbeat Technology®

Absolute and gauge pressure Cerabar PMP71

- Best accuracy, reproducibility and long-term stability
- Highest safety due to gas-tight feedthrough with capabilities up to SIL2/3, certified to IEC 61508
- Easy menu-guided commissioning via local display, 4 to 20mA with HART, PROFIBUS PA, FOUNDATION Fieldbus
- HistoROM data management concept for fast and easy commissioning, maintenance and diagnostics
- Overload-resistant and function-monitored from the measuring cell to the electronics
- Available with mounted manifolds: always fit, constantly tested for leaks
- Seamless and independent system integration

Bulk storage of fuels

Efficient bulk fuel storage can be essential for government agencies.

Optimizing storage and consumption is crucial as fuel costs fluctuate, and accurate monitoring helps effectively manage these expenses. Again, as more emphasis is placed on environmental regulations, proper monitoring can help reduce emissions and ensure compliance.

Regularly tracking fuel levels helps prevent unnecessary shortages and excesses, ensures adequate replenishment and avoids disruptions. Furthermore, contaminated fuel, leaks, spills and corrosion, can result in significant challenges.

Proper bulk storage of fuels is necessary to optimize cost savings from fuel loss or damages caused by inadequate monitoring. It's also a critical component in lowering emissions and responsible resource management.

Bulk storage of fuels

Key product offering

Proline Promass Q 300 Coriolis flowmeter

- Secured measuring quality — unmatched accuracy of mass flow, volume flow, density
- Optimized performance for liquids with entrained gas – MFT (Multi-Frequency Technology)
- Fewer process measuring points – multivariable measurement (flow, density, temperature)
- Space-saving installation – no in-/outlet run needs
- Full access to process and diagnostic information – numerous, freely combinable I/Os and Ethernet
- Reduced complexity and variety – freely configurable I/O functionality
- Integrated verification, monitoring and diagnostics with Heartbeat Technology

Servo tank gauging instrument Proservo NMS81

- Hardware and software developed according to IEC 61508 up to SIL3 (in homogeneous redundancy) for a high level of safety
- Maximum reliability through accuracy up to ±0.4mm (± 0.02")
- Developed according to international metrology recommendations such as OIML R85 and API MPMS
- Local and country-specific certifications like NMi or PTB for custody transfer applications
- Superior corrosion resistance with 316L materials in the process compatible with sour applications such as crude oil
- Measurement of interfaces between up to three liquid layers, tank bottom, spot and profile densities
- Best fit for LNG/LPG applications without the influence of DC value or boil-off gas

Average temperature measurement Prothermo NMT81

- Precise asset management
- Corrosion-resistant process parts
- Minimize tank construction cost through 1-¼" sized nozzle
- Easy installation
- Waterproof and dustproof housing
- Reduced downtime because of redundant RTDs processed by a software algorithm

Micropilot FMR60B 80 GHz radar sensor

- Simplified, intuitive operation and wizards, for commissioning and verification
- Reduction of systematic errors through guided SIL-locking, verification and proof testing
- IReactive, preventative and predictive diagnostics and condition-based monitoring with Heartbeat Technology

Tank gauging Tank Side Monitor NRF81

- Intrinsically safe power supply and communication for Micropilot and Levelflex radar level devices
- Simplified installation and trouble-free operations due to easy connection to major DCS systems via open protocols
- Approved for use in explosion-hazardous areas

Energy efficiency

Like most facilities, heating and cooling systems are essential in federal government buildings.

The optimal efficiency of these facilities is essential for cost savings and energy conservation. Endress+Hauser's energy monitoring measurement instrumentation empower federal government agencies to move forward confidently with their processes and operations.

Precise measurements are needed to assess performance and improve output. Boilers and furnaces may equate to energy loss because of inefficient combustion, incorrect operation or poor maintenance. Efficiently measuring these processes can help reduce energy consumption by up to 55%. Tracking fuel consumption, air combustion, flue gas temperature and thermal energy transmission is key for:

- Identifying and quantifying energy loss
- Assessing and optimizing boiler efficiency and consumption
- Minimizing maintenance costs and downtime
- Implementing improvement measures

Cooling energy production accounts for nearly 10% of electricity consumption in many facilities and even the smallest of energy reductions can lead to cost savings. Maintenance measures include measuring flow, minimizing leaks, preventing deposit buildup and analyzing water chemistry. However, systems can be tailored to specific federal government needs.

Energy efficiency

Key product offering

Proline Prowirl F 200 vortex flowmeter

- Easy energy management – integrated temperature and pressure measurement for steam and gases
- Reliable, secure measurement technology – compliance with international Vortex standard ISO 12764
- Same accuracy down to Re 10 000 – most linear Vortex meter body
- Long-term stability – robust drift-free capacitive sensor
- Convenient device wiring – separate connection compartment, various Ethernet options
- Compliance to API Ch. 14 Sec. 10
- Integrated verification, monitoring and diagnostics with Heartbeat Technology

TH13 Modular RTD thermometer

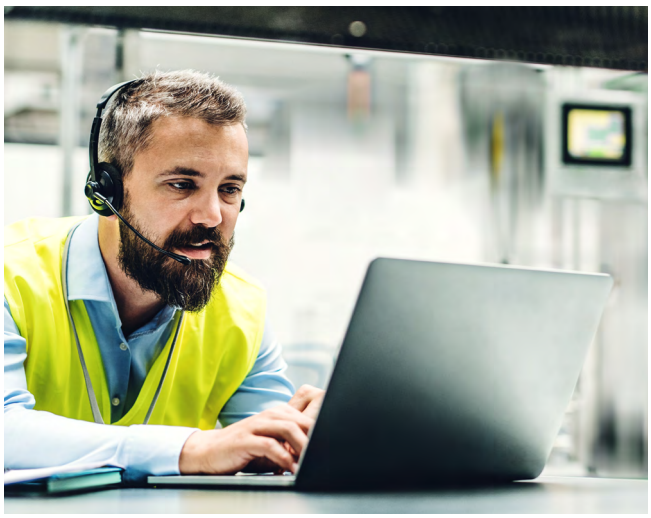
- High flexibility due to modular assembly with standard terminal heads and customized immersion length
- World-class transmitter with integrated sensor offering for heavy process industry applications
- Improved galvanic isolation on most devices (2 kV)
- All iTEMP® transmitters provide long-term stability ≤ 0.05 % per year
- Fast response time with reduced/tapered tip form
- Head transmitter with easy selection: Analog output 4 to 20 mA, HART, PROFIBUS PA or FOUNDATION Fieldbus

EngyCal RH33 BTU meter

- Transparent energy consumption helps save on energy costs
- Calibrated, electronically paired temperature sensors ensure the highest accuracy and enable the replacement of individual temperature sensors even for certified devices in the field (without reapproval)
- Tariff counter for requirements-based billing
- Detailed data logging of current and counter values, error messages, off-limit conditions and changes to operating parameters
- Standard models are suitable for connecting and supplying all common volume flow transmitters and temperature measuring points
- Remote readout via Ethernet and Fieldbus
- Verified and certified reliability and accuracy

Support and training from Endress+Hauser

Endress+Hauser provides customers with around-the-clock service support.



Everything from online tutorials and premium training is also available through a PTU (Process Training Unit) with full-scale, working process skids with online instrumentation and controls. Customers can gain hands-on experience with the types of operation, diagnostics and troubleshooting found in real-life process plants. This goes beyond what classroom-only style training can provide. These “mini process plants” feature Endress+Hauser instruments integrated with the PlantPAx process automation system from Rockwell Automation.

Customers’ instruments are vital to the safe operation of their processes, which is why Endress+Hauser provides its customers with around-the-clock support. With a technical support team, Endress+Hauser offers customers timely assistance from in-house specialists.

Promass Q in the PTU (Process Training Unit)

www.addresses.endress.com

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